

THREE COMPANIES IN WALES FEATURE IN LEAGUE TABLE OF BRITAIN'S LEADING PRIVATE MID-MARKET GROWTH COMPANIES

Published this weekend, the 14th annual **Sunday Times Grant Thornton Top Track 250** league table ranks Britain's private mid-market growth companies with the biggest sales.

The three companies headquartered in **Wales** (the same as last year) have made a strong contribution to the local economy. The companies increased combined sales 25% to £565m and operating profits 29% to £66m, and they employ more than 2,000 people.

The biggest mid-market growth company in Wales is **Tinopolis**, based in Llanelli, Carmarthenshire. The film and television producer makes TV favourites such as Ninja Warriors and Robot Wars, and increased turnover by 7% to £216m in 2017 and profits rose 54% to £21m.

The other companies are cash machine operator **Notemachine**, based in Crickhowell, Powys; and new entrant **The Trade Centre Wales**, in Neath, West Glamorgan, which opened a new car supermarket in Wednesbury last year, helping sales to jump 68% to £179m in 2017.

The companies in Wales appear with businesses from around the UK, including **Travelodge**, **Trainline**, **Dr Martens** and **The White Company**.

The Top Track 250 is sponsored by **Grant Thornton** and **Lloyds Banking Group**, and compiled by **Fast Track**, the Oxford-based research and networking events firm.

Alistair Wardell, Partner at Grant Thornton UK LLP, the title sponsor of the league table, praised the companies for their performance:

“Advances in robotics and artificial intelligence, the pervasive challenge of cybercrime, and the uncertain impacts of Brexit are among the significant issues facing Britain today. If we are to continue turning innovative ideas into businesses with international scale, we all need to play our part in shaping a vibrant economy that thrives. In this, the role of the mid-market is crucial. Resilient despite the headwinds, the Top Track 250 are innovating, winning business and adapting to generate value. There is much to learn from them.”

Ordered by county and rank: Mid-market private growth companies in Wales

HQ location County	Rank [2017 rank]	Company Activity	Sales £m	Profit £m [^]	Staff	Year end	Main shareholders
Llanelli Carmarthenshire	124	Tinopolis Film and television producer	216	21	539	Sep 17	Management (100%)
Crickhowell Powys	172 [195]	NoteMachine Cash machine operator	170	30	1,151	Jun 17	Corsair Capital (>50%), management (<50%)
Neath West Glamorgan	156	The Trade Centre Wales Car supermarket	179	15	393	Nov 17	Mark Bailey (100%)

[^] Profit = operating profit

The national picture

The Sunday Times Grant Thornton Top Track 250 complements the Top Track 100, published in July, which features Britain's private companies with the biggest sales. It ranks the next 250-biggest companies by sales, provided they meet our growth and profitability criteria (see below). The 250 companies grew combined sales by 18% to £66.7bn, operating profits by 27% to a record £6.4bn and employees by 10% to 435,000.

The 250 companies are headquartered across the country. London is home to 75 companies and the southeast 38. The northwest has 25, Yorkshire 23, West Midlands 21, Scotland 20, East 14, East Midlands 11, southwest 9, northeast 7, Northern Ireland 4, and Wales has 3.

The full league table is published on Sunday as a 10-page supplement within the business section of **The Sunday Times** on 7 October, both in print and in the digital edition, and on www.fasttrack.co.uk.

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Notes for editors

Fast Track has published league tables of the UK's top-performing private companies with **The Sunday Times** for the past 21 years. The company was founded and is run by Dr Hamish Stevenson, who also holds an associate fellowship at Green Templeton College, Oxford University.

Previous **Top Track 250** success stories include appliance maker **Dyson**, which first featured in 2005 with sales of just £277m, and this year featured on our Top Track 100 with sales of £3.5bn and profits of £801m. **Virgin Money** also debuted in 2005 when its sales were £241m; it floated in November 2014 and in June this year CYBG, the owner of Clydesdale Bank and Yorkshire Bank, agreed to buy the group for £1.7bn; and **B&M**, the value retailer, first featured in 2009 with sales of £256m and its market capitalisation is now £4.1bn, having floated in June 2014. Consumer data analyst **Callcredit** first appeared in 2015 with sales of £149.9m and was acquired by American group TransUnion for £1bn in April; in the same month, **Sky Betting and Gaming**, which first featured in 2016 with sales of £247m, was acquired by Canada's firm The Stars Group for £2.6bn.

League table criteria:

Companies are ranked by sales in their latest available accounts. The league table complements the Top Track 100 league table of Britain's biggest private companies by listing the next 250 growth firms.

Companies are required to have operating margins that exceed 2%. Sales in the latest year must have grown by 5% or more for companies with the highest sales, graduated to 10% or more for those with lower sales; or profit growth must have been more 5% or more.

Companies have to be limited and registered in the UK, unquoted, and not subsidiaries. Companies may have their ultimate holding company offshore. Companies where the majority of turnover is generated by a quoted subsidiary are excluded, as are not-for-profit companies, cooperative societies, member-owned buying groups, mutual societies, provident associations, betting exchanges, and partnerships such as lawyers and accountants.

The research was carried out by Fast Track and accounts filed later than 27 July 2018 may not have been considered in compiling the league table.

The sponsors do not endorse, guarantee or recommend investment in any of the companies and some exceptions were made to the qualification criteria.

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